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Message Text

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65
ACTION NEA-10

INFO OCT-01 EUR-12 ISO-00 EB-07 H-02 /032 W
---------- 128670
R 130616Z MAR 76
FM USINT BAGHDAD
TO J. L. STEWART
CHAIRMAN
ARMSTRONG RUBBER COMPANY
500 SARGENT DRIVE
NEW HAVEN, CONNECTICUT 06507
TELEPHONE: 203-777-7401
. W. FULLER
VICE PRESIDENT
FARREL COMPANY DIVISION
USM CORPORATION
ANSONIA, CONNECTICUT 06401
TELEPHONE: 203-734-3331
LEONARD G. TURK
PRESIDENT
NRM CORPORATION
47 WEST EXCHANGE STREET
AKRON, OHIO 44308
INFO PAUL FUGATE
MISSISSIPPI MARKETING COUNCIL
POBOX 849
2001 SILLERS STATE OFFICE BUILDING
JACKSON, MISSISSIPPI 39205
TELEX: 585-489
TELEPHONE: 601-354-6707
BRENDA MCCAUGHN
STUART INTERNATIONAL
P.O. DRAWER 428
MORTON, MISSISSIPPI 39117
TELEPHONE: 601-732-2311
SECSTATE WASHDC 2931
USDOC WASHDC
AMEMBASSY ROME
AMCONSUL MILAN

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UNCLAS BAGHDAD 0316

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STATE FOR NEA/ARN (MARY MAUGHAN)

USDOC FOR DIBA/CAGNE (ROGER MCCAULEY AND GEORGE BECK)

E.O. 11652: N/A
TAGS: BTIO, EIND, IZ
SUBJECT: MAJOR PROJECT IRAQ: TIRE PLANT AT DIWANIYA

REF: ROME 2144 (NOTAL)

1. MR. ABBAS ABDUL MAJED, IRAQI MINISTRY OF INDUSTRIES SENIOR OFFICIAL RESPONSIBLE FOR PROJECT TO MANUFACTURE ONE MILLION TIRES PER YEAR AT DIWANIYA ON EUPHRATES RIVER (REFTEL), CONFIRMED ON MARCH 7 TO THIS OFFICE (UNITED STATES INTERESTS SECTION, EMBASSY OF BELGIUM, BAGHDAD -- USINT FOR SHORT) THAT MINISTRY IS MOST RPT MOST SERIOUS ABOUT SOLE SOURCE PROCUREMENT THROUGH YOUR CONSORTIUM AS ORGANIZED BY MR. JACK N. STUART OF MORTON, MISSISSIPPI. AS RESULT OF SERIES OF MEETINGS WITH MR. STUART MARCH 4-7, MINISTRY OF INDUSTRIES INVITES YOU URGENTLY COME IN PERSON OR SEND REPRESENTATIVES TO BAGHDAD FOR PRELIMINARY DISCUSSIONS TO BEGIN NO LATER THAN MARCH 20, 1976. MR. STUART IS BEING GIVEN PRELIMINARY TOUR OF PROJECT SITE MARCH 8 AND PROPOSES TO LEAVE IRAQ FOR MILAN ON OTHER BUSINESS MARCH 15, BUT WILLING TO EXTEND STAY IN BAGHDAD OR RETURN AT LATER DATE WHEN TEAM ASSEMBLES HERE FOR DISCUSSIONS.

2. COMMENT: MINISTRY IS AWARE THAT YOU HAVE INADEQUATE INFORMATION ON WHICH TO BASE A DETAILED DESIGN AND PRICE PROPOSAL. MINISTRY WISHES, HOWEVER, MEET WITH ON MARCH 20 TO WORK OUT, IF POSSIBLE, AGREEMENT ON GENERAL APPROACH TO PROJECT. IT IS THIS OFFICE'S IMPRESSION FROM DISCUSSION WITH VARIOUS OFFICIALS THAT MINISTRY IS WILLING TO CONSIDER SOLE-SOURCE PROCUREMENT FROM YOU BUT MAY CHANGE ITS POSITION WITHIN SIXTY DAYS AT THE MOST IF YOU DO NOT RESPOND PROMPTLY TO INVITATION TO SEND DELEGATION TO BAGHDAD FOR FACT-FINDING AND PRELIMINARY PLANNING MEETINGS.

3. FOR YOUR BACKGROUND INFORMATION, SEVENTEEN AMERICAN FIRMS NOW HAVE OFFICES IN IRAQ AND AMERICAN TECHNOLOGICAL PRESTIGE
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IS HIGH. LUMMUS CORPORATION IN JOINT VENTURE WITH WEST GERMAN FIRM HAS JUST SIGNED 1.1 BILLION DOLLARS FIXED-PRICE, TURNKEY CONTRACT FOR PETROCHEMICALS COMPLEX AND NUMBER OF OTHER US FIRMS ARE HOLDING TALKS ON MAJOR PROJECTS IN INDUSTRIAL FIELD. WE URGE YOU GIVE SERIOUS CONSIDERATION TO THIS OPPORTUNITY. FOR FURTHER BACKGROUND ON IRAQ, SUGGEST YOU TELEPHONE EITHER STATE DEPARTMENT DESK OFFICER FOR IRAQ (MARY MAUGHAN: 202-632-0695) OR COMMERCE DEPARTMENT COUNTRY SPECIALIST FOR IRAQ

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(GEORGE BECK: 202-967-5767).

4. MR. STUART ASKS YOU KEEP USINT INFORMED OF YOUR TRAVEL PLANS.
OUR TELEX IS 2287 IRAQ (ANSWERED BACK USINT IK). WE WILL INFORM
MR. STUART WHO WILL ARRANGE HOTELS.

5. FOR ROGER MCCAULEY: MR. STUART REQUESTS THAT YOU PASS
THIS MESSAGE TO U.S. SENATOR JAMES O. EASTLAND.
WILEY

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Message Attributes

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